



Case Study

TubesNxt

Traceability Solution using Blockchain for a Large Private Steel Manufacturer

A VARA Perspective



Name:

A Large Steel Manufacturing Company

Industry:

Manufacturing

Product:

Boiler Tube

Business Challenge

- The client is a Large Private Steel Manufacturing Company that has a division that manufactures Industrial grade Boiler Tubes. As part of their value chain, it was critical for the client to ensure that the end customer is able to confirm that the product is genuine. Some of the key challenges included:
- Manual issuance of test certificates (TC) by distributors to dealers and end customers without any control of the Manufacturer, heightening the scope for counterfeit
- No end customer visibility
- Delay in certificate issuance





Key Objectives

- Prevent Counterfeit
- Secure data layer
- Ensure end customer visibility
- Reduction of lead time for TCs

Solution

The solution is built on top of Hyperledger Fabric Blockchain framework. The platform encourages participation by all the entities Manufacturer, Channel Partners, Dealers and end customers. TC is generated and digitally signed by the manufacturer at the point of sale. This will prevent replaying of old TC and TC generation will be live. For every TC generation the consent of the manufacturer, distributor/re-seller in the chain and acceptance by the customer is required. One cannot generate more TC corresponding to a particular batch number than produced in the factory. The manufacturer will have visibility till the last level of small customers who usually buy one or two boiler tubes.

Key Benefits

- 1  Prevention of counterfeit helps in eliminating revenue leakage and litigation cost.
- 2  Enhanced customer Satisfaction as they are now directly participating in the TC generation process.
- 3  80% reduction in lead time.
- 4  100% data accuracy in certificates.

